

GATEWAY E-GAZETTE

July 2010

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DISTRICT DIRECTOR'S CORNER



Dennis Melton, District Director

The American Recovery and Reinvestment Act (ARRA) of 2009 significantly revived the U.S. Small Business Administration's lending program after the Great Recession threw it into a near freeze. In February 2009, Congress appropriated \$730 million to allow several enhancements to the SBA loan programs, and two of the most beneficial aspects were the raising of our loan guaranty to 90% on 7(a) general business/working capital loans and the elimination and reduction of borrower fees for both 7(a) loans and 504 fixed assets loans.

These enhancements were so beneficial that as of June 25, 2010, nationwide they supported more than \$29.2 billion in small business lending; a 90% increase in weekly dollar volumes when compared to weekly averages before passage. In eastern Missouri our loan dollar volume tracked closely with the national average, rising 93% during the period October 2009 to May 31, 2010. In addition, these modifications have brought 1,363 lenders that had not made an SBA loan since 2007 back into our group of lending partners.

The enhancements have been so successful and popular with both lenders and small business borrowers that we have exhausted our original and subsequent funding four times. First in November 2009, again in February 2010, then in April, and most recently on May 31, 2010. Except for May, Congress has appropriated additional funding each time to keep these popular lending program enhancements afloat to ensure access to capital for small businesses. To date SBA has received an additional \$305 million in funding for these programs.

At this point, the SBA Administrator and staff continue to work with the President and Congress to again extend authority and funding to resume making ARRA loans, and to secure longer term funding and authorization to extend ARRA loan making with higher guarantees and reduced fees; hopefully until the end of the year. Recognizing that in each of America's three previous recoveries, small business employers accounted for the vast majority of new jobs, we believe these loan program enhancements are necessary to solidify access to capital for small businesses so that they can resume hiring and again lead the recovery, as they have in every recession during the last three decades.

Dennis Melton

Helping small businesses
start, grow and **succeed.**



Your Small Business Resource

AUGUST WEB CHAT: HEALTH CARE AND SMALL BUSINESS

On Thursday, August 12, 2010 from 12:00—1:00 p.m., SBA will provide a Web Chat highlighting small business health care, with a focus on how the Affordable Care Act will benefit small business owners through available tax-saving incentives. Participants can learn about the newest tax credits they can take advantage of and additional tax provisions to be implemented during the next several years.

Participants can join the live Web Chat by going online to www.sba.gov and clicking on "Online Business Chat." Participants may post questions prior to the August 12th chat by clicking on the same link.

ENTREPRENEURSHIP: ON A MISSION



Resources for Veterans and Reservists

Veterans' Benefits Fair and Matchmaking Event

August 24, 2010

7:30 a.m. – 4:00 p.m.

VFW Post 3944

10817 Midland Blvd.

St. Louis, Missouri 63114

The Small Business Administration has partnered with the Veterans Business Resource Center and the St. Louis County Veterans Program to bring you an informative day of workshops and panel discussions especially geared toward veterans. Topics include turning your hobby into a business, overview of a business plan, using social media to market your business, obtaining the right financing and more! The day will end with a matchmaking session for those small businesses wanting to do business with the government. There will be opportunities throughout the day to visit booths with information on benefits available to veterans.

The event is free. Continental breakfast and lunch will be provided. Please register by contacting the Veterans Business Resource Center at 314-531-VETS (8387) or by e-mail at info@vetbiz.com.

All SBA programs and services are provided on a non-discriminatory basis. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Angie Wells at 314-539-6600, ext. 223. SBA's participation in this cosponsored activity is not an endorsement of the views, opinions, products or services of any cosponsor or other person or entity. Cosponsorship Authorization #10-0768-146

SPOTLIGHT ON THE FIELD



RURAL SMALL BUSINESS OPPORTUNITY WORKSHOPS

The nation's top small business resource providers are joining together to hold a series of free small business opportunity workshops across parts of Missouri that may have been especially hard hit by the recent economic recession. Each resource provider will talk about their programs and services, discuss the impact that the American Recovery & Reinvestment Act of 2009 has had upon those programs and services, and answer questions from small business owners and entrepreneurs about what they can do for their small business and community. Each workshop will be held from 1:00—4:00 p.m.

| | |
|--------------|---|
| August 11 | Innovator's Café, 326 E. Jefferson, Memphis, MO |
| September 14 | Louisiana Public Library, 121 N. 3rd St., Louisiana, MO |
| September 15 | Shelbina Public Library, 100 N. Center St., Shelbina, MO |
| September 16 | Monroe City Library, 220 N. Main St., Monroe City, MO |
| September 29 | Central Bank of Lake of the Ozarks, 603 E. North St., Eldon, MO |

For additional information, please contact Bob Newman at (636) 358-5941 or e-mail robert.newman@sba.gov.

Gateway e-Gazette

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We welcome your questions or comments. Please contact me at the e-mail address listed above.

Subscription Information

If you would like to subscribe to receive this quarterly e-newsletter and other periodic information, please go to <http://web.sba.gov/list/> and click on the box in front of *Gateway e-Gazette Eastern Missouri*, submit your name and e-mail address, and click Submit.

Helping small businesses
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Your Small Business Resource

**MED WEEK 2010**

National Minority Enterprise Development (MED) Week is an annual celebration in recognition of the contributions made by minority businesses to the Nation's economy. It is the largest federally sponsored event held on behalf of minority businesses. The conference is being co-hosted by the U.S. Department of Commerce's Minority Business Development Agency (MBDA), and the U.S. Small Business Administration's (SBA) Office of Government Contracting and Business Development.

The theme for this year's event is "Strategies for Growth and Competitiveness in the Global Economy." In keeping with this year's theme, the conference's emphasis will be on exporting and doing business with countries such as China, India, Mexico, Brazil, Chile and Latin America, with MBDA introducing an International Trade Day on Aug. 24, the eve of the conference.

For additional information or to register for the conference, please visit our web site at <http://www.sba.gov/medweek2010/index.html>.

OVERHAULED SBA WEBSITE TO GO LIVE IN THE FALL

A complete redesign of The U.S. Small Business Administration's website, SBA.gov, will launch this fall.

The new SBA.gov will make it easier for small businesses, lending institutions, small business counselors and other members of the small business community to more quickly find the information they need through a simplified navigation structure. In addition, new features will allow users to tailor their experience to provide information that is specific to their needs and location.

The new website also will offer a dedicated lender area that helps banks and other financial institutions that partner with the SBA.

"Our goal as an agency is to get information, tools and services into the hands of small business owners more quickly so they can spend more time doing what they do best – creating the jobs that will drive our economic recovery," said SBA Administrator Karen Mills. "Through a new, personalized and dynamic SBA.gov we will be better able to support job growth across the country."

The website redesign is part of the SBA's goal to create a dynamic online presence that delivers information to customers wherever they are online. To achieve this goal, the agency recently began using social media to reach constituents through a variety of online channels such as Facebook and Twitter. The agency also recently launched an improved search function on the current SBA.gov website which vastly improves the speed at which users can find the information they are looking for in advance of the launch of the new site this fall.

The website redesign is also the Flagship Initiative of the SBA's Open Government Plan and addresses all three of the agency's Open Government goals – transparency, participation and collaboration – by providing direct access to agency programs and operations, allowing users to customize their online experience, and, beginning next year, incorporating community features such as discussion forums and public feedback tools.

For more information on the SBA's online expansion, please visit www.sba.gov/next.

You may also want to follow us on :



LENDER LOAN PRODUCTION FOR FISCAL YEAR 2010*

| Lender | Amount | # | Lender | Amount | # |
|--|---------------|----------|--|---------------|----------|
| Commere Bank N.A. | \$8,934,600 | 41 | Progressive Ozark Bank | \$500,000 | 2 |
| Bizcapital Bidco II, LLC | 5,915,000 | 4 | Midwest BankCentre | 475,000 | 6 |
| U.S. Bank, N.A. | 5,190,700 | 52 | First Community CU | 469,200 | 1 |
| Live Oak Banking Company | 4,005,000 | 3 | RCS Bank | 440,000 | 1 |
| St. Louis Bank | 2,480,000 | 9 | Superior Financial Group | 385,000 | 37 |
| Regions Bank | 2,313,000 | 7 | Unico Bank | 360,000 | 2 |
| First Missouri State Bank of Cape County | 2,000,000 | 1 | Phelps County Bank | 355,500 | 4 |
| Wells Fargo Bank, N.A. | 1,885,300 | 9 | Central Bank of Missouri | 350,000 | 1 |
| Bank of Springfield (Illinois) | 1,875,000 | 2 | Central Trust Bank | 349,035 | 7 |
| Bank of Belton | 1,850,000 | 2 | First State Bank and Trust Company | 320,000 | 2 |
| Midwest Regional Bank | 1,847,000 | 2 | Community South Bank | 300,000 | 2 |
| Montgomery Bank | 1,724,800 | 1 | The Callaway Bank | 290,500 | 5 |
| First Financial Bank | 1,544,000 | 1 | The Business Bank of St. Louis | 290,000 | 2 |
| Celtic Bank Corporation | 1,505,000 | 1 | First Clover Leaf Bank | 284,000 | 1 |
| PNC Bank, N.A. | 1,367,800 | 7 | Eagle Bank and Trust Company of Missouri | 280,000 | 5 |
| UMB Bank, N.A. | 1,365,000 | 10 | Belgrade State Bank | 250,000 | 1 |
| Peoples National Bank, N.A. | 1,317,200 | 5 | Bank of Franklin County | 247,900 | 6 |
| New Frontier Bank | 1,215,000 | 1 | First Midwest Bank of Poplar Bluff | 210,000 | 6 |
| First Commercial Bank | 1,200,000 | 1 | Heritage Community Bank | 200,000 | 1 |
| First Midwest Bank of the Ozarks | 1,157,000 | 1 | F&M Bank and Trust Company | 170,000 | 4 |
| Parkside Financial Bank & Trust | 1,150,000 | 1 | Liberty Bank | 170,000 | 1 |
| Town & Country Bank | 1,101,000 | 2 | Borrego Springs Bank, N.A. | 150,000 | 5 |
| Bank of Crocker | 1,095,000 | 2 | Central Bank-Lake of the Ozarks | 150,000 | 1 |
| First Community National Bank | 1,080,300 | 5 | First Midwest Bank of Dexter | 149,900 | 1 |
| Excel National Bank | 1,068,700 | 3 | Associated Bank, N.A. | 125,000 | 1 |
| First State Community Bank | 1,060,200 | 8 | County Bank | 114,000 | 1 |
| The Bank of Missouri | 1,033,200 | 14 | Bank of America, N.A. | 100,000 | 1 |
| Bank of Sullivan | 903,100 | 12 | First National Bank-Steeleville | 94,500 | 1 |
| Bank of Old Monroe | 900,000 | 2 | Landmark Bank | 87,300 | 1 |
| Jefferson Bank of Missouri | 862,100 | 11 | M&I Marshall and Ilsley Bank | 87,000 | 2 |
| Carrollton Bank | 800,000 | 1 | Capaha Bank, SB | 70,000 | 2 |
| Midland States Bank | 790,200 | 1 | Royal Banks of Missouri | 70,000 | 2 |
| First National Bank-St. Louis | 787,000 | 1 | United State Bank | 70,000 | 2 |
| Hawthorn Bank | 780,000 | 10 | Peoples Community State Bank | 64,400 | 2 |
| Fifth Third Bank | 757,000 | 4 | Merchants and Farmers Bank of Salisbury | 60,000 | 1 |
| Enterprise Bank & Trust | 700,000 | 1 | Bank of Hillsboro | 51,000 | 1 |
| Concord Bank | 628,000 | 2 | First Community Bank | 50,000 | 1 |
| Pulaski Bank | 626,000 | 5 | First State Bank of Kansas City, Kansas | 50,000 | 1 |
| Metro City Bank | 600,000 | 1 | Southern Commercial Bank | 46,200 | 2 |
| Farmers & Merchants Bank of St. Clair | 587,200 | 7 | Community State Bank | 40,000 | 1 |
| HNB National Bank | 585,000 | 5 | Boone County National Bank, Columbia | 36,000 | 1 |
| Cass Commercial Bank | 500,000 | 1 | Community Bank, N.A. | 35,000 | 1 |
| Country Club Bank | 500,000 | 1 | Southern Bank | 35,000 | 1 |

Certified Development Companies

| Lender | Amount | # |
|--|---------------|----------|
| RMI | \$10,924,000 | 13 |
| Economic Development Corp. of St. Charles County | 9,916,000 | 27 |
| Enterprise Development Corporation | 4,791,000 | 7 |
| Economic Development Corp. of Jefferson County | 3,564,000 | 7 |
| Business Finance Corporation of St. Louis | 2,250,000 | 5 |
| St. Louis Local Development Company | 1,591,000 | 2 |
| Clay/Platte Development Corporation | 848,000 | 1 |
| Small Business Growth Corporation | 759,000 | 1 |
| Meramec Regional Development Corporation | 72,000 | 1 |

* Listed in order of dollar amount approved from October 1, 2009 thru June 30, 2010.